

Message Text

CONFIDENTIAL

PAGE 01 PEKING 01682 100137Z
ACTION EA-09

INFO OCT-01 ISO-00 COME-00 OES-07 EB-08 ERDA-05 NSAE-00

TRSE-00 USIA-06 /036 W

-----061462 100325Z /75

R 100124Z AUG 77

FM USLO PEKING

TO SECSTATE WASHDC 8385

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 1682

E.O. 11652: GDS

TAGS: EEW, ECEM, CH, US

SUBJ: US COMPANY FERTILIZER SALE TO PRC

1. REPS OF UNION OIL COMPANY OF CALIFORNIA AND
COLLIER CARBON AND CHEMICAL CORP. INFORMED USLO ON
AUGUST 8 THAT THEY HAD JUST CONCLUDED THE SALE OF
A "TEST SHIPMENT" OF UREA FERTILIZER TO THE PRC.
A DIFFERENT SOURCE PUTS THE AMOUNT AT 14,000 TONS.

2. THE FERTILIZER IS TO BE SHIPPED IN BULK FROM A
PLANT IN ALASKA TO SHANGHAI. THE SELLERS
ANTICIPATED AND OVERCAME SOME PRC RESERVATIONS
ABOUT ACCEPTING BULK SHIPMENT BY OFFERING TO SUPPLY
A BAGGING MACHINE AND 300,000 BAGS, SO THAT THE
SHIPMENT CAN BE BAGGED IN SHANGHAI. THE CHINESE
READILY ACCEPTED THE OFFER. THE BAGGING MACHINE
MANUFACTURER WILL VISIT THE PRC IN LATE SEPTEMBER
TO DISCUSS FURTHER SALES OF BAGGING MACHINERY.

3. UNION/COLLIER REPS ARE CONFIDENT OF
FURTHER ORDERS FOR UREA FERTILIZER AND EXPECT
CHINA TO BE A VALUABLE MARKET AT LEAST THROUGH 1980.

4. THIS INFORMATION IS COMMERCIALLY SENSITIVE AND
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SHOULD NOT BE DISCUSSED OUTSIDE THE USG.
WOODCOCK

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NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, FERTILIZERS
Control Number: n/a
Copy: SINGLE
Sent Date: 10-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977PEKING01682
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770287-0317
Format: TEL
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770876/aaaacmrz.tel
Line Count: 57
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: eabe305d-c288-dd11-92da-001cc4696bcc
Office: ACTION EA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1646171
Secure: OPEN
Status: NATIVE
Subject: US COMPANY FERTILIZER SALE TO PRC
TAGS: EEW, ECEM, CH, US
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/eabe305d-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009